

Why Attend?

An analysis of real world negotiation scenarios is used as a lens through which to understand the various course topics. Participants learn and apply various negotiation strategies and tactics and gain an understanding of their situational use. Additionally, participants learn their negotiating style preference and how and when to adapt their negotiation styles given the behavior and goals of the parties. The course also offers participants the opportunity to participate in extensive in-class negotiations, including a multi-cultural capstone exercise in which participants must thoroughly prepare for and negotiate a complex agreement.

Who should attend?

Mid and senior level personnel who participate in or lead negotiations

Civilian and military professionals

POINT OF CONTACT

*For course registration, please contact
NETSAFA.*

For all other inquiries, please contact:

IDARM

Dr. Elisabeth Wright
IDARM Program Manager
Phone: + 011 (540) 972-9184
Fax: + 011 (831) 656-7680
E-mail: ewright@nps.edu

Ms. Kathleen Peggar
IDARM Research Associate
Phone: + 011 (831) 656-2049
Fax: + 011 (831) 656-7680
E-mail: klpeggar@nps.edu

IDARM

International Defense Acquisition Negotiations

5-9 June 2006
Nemencine, Lithuania



IDARM International Defense Acquisition Resource Management Program

www.nps.navy.mil/idarm

School of International
Graduate Studies
Naval Postgraduate School
Monterey, California

IDARM—International Negotiations—MASL 309134



This five day highly interactive course introduces participants to the complex set of considerations related to international negotiations. The course places particular emphasis on planning and preparing for negotiations in an international environment as well as the appropriate use of transaction and relationship based negotiating styles.

Course will be conducted in English. Presentations will be made by members of the faculty of the School of International Graduate Studies, U.S. Naval Postgraduate School and distinguished international negotiators. This course will be conducted in English.



COURSE TOPICS

INCLUDE:

- Role of different functional and organizational representatives as negotiators
- Strategic use of information
- Transaction based versus relationship style negotiation
- Preparing for negotiations
- Identifying competitive advantage: strengths and weaknesses
- Fact finding techniques
- Selection of negotiators
- Use of teams and coalitions in negotiations
- Strategies and tactics for effective negotiations
- Management and use of emotions
- Ethics and negotiations
- Power and negotiations
- Relationship building in negotiations
- Developing negotiation positions, arguments and counterarguments
- Cross-cultural negotiations: cultural considerations
- Communication and language barriers
- Completing the negotiation
- Drafting, signing and enforcing negotiation agreements

COURSE LOCATION

The course will be held at the MOD Warfare Training Center in Nemencine, Lithuania. This excellent facility is conveniently located just 25 km from Vilnius, Lithuania's historic capital. Lodging and meals will be provided on site in Nemencine for all participants.



COURSE COST

Course cost is \$1,580 per person. This includes course tuition and lodging in Nemencine and transportation to and from the airport.

COURSE REGISTRATION

Course is limited to 20 participants. Countries are encouraged to nominate more than one participant. Quotas are controlled by NETSAFA (POC: Cheryl King, cheryl.king1@navy.mil). Please refer to MASL 309134.



IDARM